



**MASSACHUSETTS**  
HEALTH POLICY COMMISSION

# **Health Care Innovation Investment Program Information Session: Letter of Intent Submission**

April 6, 2016



## **AGENDA – 45 MINUTES**

- Purpose of Today's Session
- Background on the Health Care Innovation Investment (HCII) Program
- Letter of Intent Instructions
- Q&A



## **PURPOSE OF TODAY'S SESSION**

- Learn about the HCII Program
  - Special focus on the LOI process
- Opportunity to ask your questions about the proposal process

## **AFTER THE SESSION**

- Review the frequently asked questions (FAQ) document on our website for answers to questions asked here today
- Send additional questions to [HPC-Innovation@state.ma.us](mailto:HPC-Innovation@state.ma.us)

# HCII Program Background

<b>Purpose</b>	To foster innovation in health care payment and service delivery
<b>Legal Authority</b>	M.G.L. c. 6D, §7; M.G.L. c. 29, §2GGGG; 958 CMR 5.00
<b>Funding</b>	<p>Total amount of <b>\$5 million</b> \$750,000 cap per award</p> <ul style="list-style-type: none"><li>▪ \$3,500,000 through the Health Care Payment Reform Trust Fund</li><li>▪ \$1,500,000 for CHART-eligible hospitals through the Distressed Hospital Trust Fund</li></ul>

## HCII Round 1 Timeline



# HCII Program Round 1 Challenges

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## Social Determinants of Health

Meet the social needs that impact the health of high-risk/high-cost patients

## Behavioral Health Integration

Integrate behavioral and physical health care (mental illnesses and substance use disorders) for high-risk, high-cost patients

## Value-Informed Choices: Purchasers

Increase value-informed choices by purchasers (including both employers and consumers) that optimize patient preferences

## Value-Informed Choices: Providers

Increase value-informed choices by providers that address high-cost tests, drugs, devices, and referrals

## Provider Practice Variation

Reduce practice variation in lower back pain, hip/knee replacements, deliveries, and other high-variability episodes of care

## Post-Acute Care

Improve hospital discharge planning to reduce over-utilization of high-intensity post-acute care (PAC) settings as well as improve efficiency and transitions of care within and between PAC providers

## End-of-Life Care

Support patients in receiving care that is consistent with their goals at the end of life and provide comprehensive community- and home-based services

## Site and Scope of Care

Expand scope of care of medical and paramedical providers who can most efficiently care for high-risk / high-cost patients in community settings (e.g., through care models, partnerships, and/or technologies)

# Key Aspects of HCII Round 1 Funding Opportunity

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## Eligibility

Health Care providers and provider organizations

- Includes CHART Hospitals

Carriers

Non-Eligible Entities may participate as partners in initiatives to apply for funding under this RFP.

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## Awards

### 8-12 awards

- Up to \$750,000 each

### Total available funding of \$5,000,000

- \$3,500,000<sup>1</sup> is available from the Health Care Payment Reform Trust Fund
  - \$1,500,000<sup>2</sup> is available from the Distressed Hospital Trust Fund
- 



## Key Dates

<b>April 8</b>	Letters of Intent Due
<b>May 13</b>	Proposals Due
<b>July 2016</b>	Awardees Selected
<b>October 2016</b>	Contracts Executed
<b>Oct 16-Sep 18</b>	Period of Performance, including:
<b>Preparation Period</b>	up to 6 months ( <i>optional</i> )
<b>Implementation Period</b>	18 months

<sup>1</sup> For Applicants not eligible for the CHART Investment Program

<sup>2</sup> For Applicants eligible for the CHART Investment Program

# General Proposal Requirements

Focus of today's session

**Due by 3:00 PM EDT April 8, 2016**

1

A letter of intent (LOI) to apply, completed as described in Section V.B of the RFP, found on the HPC website.

*\* Please note that an amended RFP was posted on April 5, 2016.*

**Due by 3:00 PM EDT May 13, 2016**

2

A cover letter completed as described in Section V.D of the RFP, signed by the President or Chief Executive Officer or Board Chair of the Applicant

A complete Operational Response (15 page max), with all Attachments as described in Section V.E of the RFP, including:

3

1. Driver Diagram Template (Attachment B, Exhibit 1)
2. Performance Measures Template (Attachment B, Exhibit 2)
3. Budget Proposal Response (Attachment B, Exhibit 3)

4

Mandatory contracting forms signed by an authorized signatory of the Applicant:

- a. Commonwealth Terms and Conditions (Attachment B, Exhibit 1)
- b. Commonwealth Standard Contract Form and Instructions (Attachment B, Exhibit 2)
- c. Contractor Authorized Signatory Form (Attachment B, Exhibit 3)
- d. HPC Confidentiality and Non-Disclosure Agreement (Attachment B, Exhibit 4)

**The LOI is a summary of an applicant's HCII Round 1 proposal and a required pre-requisite to submitting a proposal**

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# 4

## **Things to know about LOI submissions**

- 1. What is in the Letter of Intent (LOI)?**
  - 2. How do I submit an LOI?**
  - 3. How does the LOI affect my eligibility to submit a proposal?**
  - 4. What happens after I submit an LOI?**
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## What is in the Letter of Intent?

### Published

- Applicant Name
- Partner Organization Name(s)
- Selected Challenge
- Interest in Partnership
- Contact Information (for respondents interested in partnership inquiries)

This information is intended to facilitate additional partnerships.

### Not Published

- Title of Proposed Initiative
- Description of Proposed Initiative
- Estimated Funding Request
- Contact Information (for respondents declining partnership inquiries)

The HPC will use this information for procurement planning purposes.

## How do I submit an LOI?

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1

Click the “[Round 1 LOI](#)” link on the left sidebar of the Health Care Innovation Investment Program web page.



# How do I submit an LOI?

2

Fill out the three-page web form. There is one page with Instructions and two pages with fields to enter information, including a description of your proposed Initiative, the types of additional Partners you are seeking, and Contact Information for potential Partners to reach out. Click “**Submit Form**” at the bottom of the third page.

### Instructions

Thank you for your interest in participating in the first round of the HPC's Health Care Innovation Investment Program. Applicants must electronically submit a Letter of Intent (LOI) via the following web form in order to be eligible to apply to HCII Round 1.

The purposes of the LOI are to (1) indicate to the HPC an Applicant's intent to submit a Proposal and (2) provide an Applicant the opportunity to seek additional Partners for a Proposal. [1] Approximately one week after the LOI submission deadline, the HPC will publish content from submitted LOIs on the HPC's website for interested organizations to discuss potential partnerships. Fields marked with an asterisk (\*) denote content that the HPC will publish online. [2] All fields are required unless otherwise specified.

**Completed LOIs must be received by the HPC no later than 3:00 PM EDT on April 8, 2016.**

Selections made by an Applicant in the LOI are non-binding for the Proposal. In a Proposal, an Applicant may alter its selection of Title, Challenge, Description, Initiative, Funding Request and/or Partner(s) from those indicated in the LOI. Further, any Eligible Entity listed as a Partner by an Applicant in an LOI is eligible to submit its own Proposal.

For more information about the LOI process, please see Section V.B. of the HPC-Innovation-001 Request for Proposals, located on the HPC's website under [Innovation Investments](#).

[1] Capitalized terms are defined in Section IX of the Request for Proposals, HPC-Innovation-001 RFP.  
[2] Please note that the LOI and any other materials submitted to the HPC in connection with the Request for Proposals are public records and are subject to the Massachusetts Public Records Law, M.G.L. c. 66, § 10 and M.G.L. c. 4, § 7(26).

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### Application Information

Applicant Name \*

Please indicate the Eligible Entity that will serve as the Applicant on the anticipated application. (50 word limit)

Partner Organization Name(s) \*

Please list all Partners contemplated to participate in the application. Partners may be Eligible Entities and/or other organizations. (No word limit)

Title of Proposed Initiative

Please provide a brief, descriptive title for your Initiative. (50 word limit)

Selected Challenge \*

- ☐ Social Determinants of Health
- ☐ Behavioral Health Integration
- ☐ Value Informed Choices – Purchasers
- ☐ Value Informed Choices – Providers
- ☐ Practice Pattern Variation
- ☐ Post-Acute Care
- ☐ Serious Advancing Illness & End of Life Care
- ☐ Site and Scope of Care

Please select the option that best describes the Challenge you are seeking to address with the proposed Initiative.

Description of Proposed Initiative

Briefly describe the service model, the target population you seek to serve and the outcome you seek to achieve. (250 word limit)

Estimated Funding Request

- ☐ < \$200,000
- ☐ \$200,000 - \$350,000
- ☐ \$350,001 - \$550,000
- ☐ \$550,001 - \$750,000

Please estimate the funding you will be requesting from the HPC for this Initiative. Note: with in-kind and other funding sources, the total funding for the Initiative may be higher than the amount requested from the HPC.

Interest in Partnership \*

- ☐ Yes, I am interested in additional partnership.
- ☐ No, I am not interested in additional partnership.

Please indicate whether your proposed Initiative would benefit from the participation of additional Partners. If you are not interested in finding additional partners, please leave the following field blank.

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### Partnerships

Please select the type(s) of additional Partners that you are seeking from the list below. Select "Other" to indicate any additional Partner type not listed below.

Types of Partner

- ☐ Carrier
- ☐ Primary Care
- ☐ Emergency
- ☐ Paramedic
- ☐ General Ac
- ☐ Discharge
- ☐ Pharmacy
- ☐ Post-Acute
- ☐ Elder Services
- ☐ Home Health Care
- ☐ Home Health Technology
- ☐ Mental Health Care
- ☐ Substance Use Disorder Treatment
- ☐ Clinical Social Work
- ☐ School-based Health Care
- ☐ Population Health Management
- ☐ Telemedicine Provider
- ☐ Telemedicine Platform
- ☐ Civil Legal Services
- ☐ Specialty Courts
- ☐ Housing Services
- ☐ Nutrition Services
- ☐ Education Services
- ☐ Transportation Services
- ☐ Police/Fire/Emergency Response Services
- ☐ Research & Evaluation Services
- ☐ Other:

**PLEASE NOTE:**

There is no restriction placed on the number of LOIs that an Applicant may submit, or that a Partner may participate in.

### Contact Information

Please provide your contact information. The HPC may contact you with questions. If you indicated interest in partnership, the HPC will publish your contact information on its website.

Name \*

First Name Last Name

Title \*

Organization \*

Email \*

By clicking the below, I acknowledge my intent to submit a Proposal for the HPC's Health Care Innovation Investment Program, Round 1. I also hereby acknowledge that the HPC will not be reviewing LOI submissions to determine whether the Applicant listed on the LOI is an Eligible Entity (Provider, Provider Organization, or Carrier). I also hereby acknowledge that the HPC will publish the portions of the LOI that are denoted with an asterisk (\*).

« Previous Progress **Submit Form**

# How does the LOI affect my eligibility to submit a proposal?

The LOI is non-binding; any element of the LOI may be changed prior to Proposal submission, including the participating organizations.

Sample LOI Submission

Initiative X	
Applicant	Eligible Entity A
Partner #1	Eligible Entity B
Partner #2	Non-Eligible Entity C
Partner #3	Non-Eligible Entity D

Sample **Eligible** Proposal Submissions

Initiative X	
Applicant	Eligible Entity A
Partner #1	Eligible Entity B
Partner #2	Non-Eligible Entity C
Partner #3	Non-Eligible Entity D

Applicant submits Initiative as described in the LOI: **Eligible**

Initiative X	
Applicant	Eligible Entity B
Partner #1	Eligible Entity A
Partner #2	Non-Eligible Entity C
Partner #3	Non-Eligible Entity D

Switches Applicant: **Eligible**

Initiative X	
Applicant	Eligible Entity A
Partner #1	Non-Eligible Entity C

Applicant submits a Proposal with fewer or greater Partners than described in the LOI: **Eligible**

Initiative Y	
Applicant	Eligible Entity B
Partner #1	Eligible Entity E
Partner #2	Non-Eligible Entity F
Partner #3	Non-Eligible Entity G

An Eligible Entity named in the LOI submits a separate initiative not described in an LOI: **Eligible**

## How does the LOI affect my eligibility to submit a proposal?

Sample LOI submission  
(Same as last slide)

Initiative X	
Applicant	Eligible Entity A
Partner #1	Eligible Entity B
Partner #2	Non-Eligible Entity C
Partner #3	Non-Eligible Entity D



Sample **Ineligible** Proposal Submissions

Initiative X	
Applicant	Non-Eligible Entity C
Partner #1	Eligible Entity A
Partner #2	Eligible Entity B
Partner #3	Non-Eligible Entity C

A non-Eligible Entity named in an LOI submits as an Applicant: **Ineligible**

Initiative X	
Applicant	Eligible Entity S
Partner #1	Eligible Entity A
Partner #2	Eligible Entity B
Partner #3	Non-Eligible Entity C

An Eligible Entity not named in an LOI submits as an Applicant: **Ineligible**

- If you are an Eligible Entity named in an LOI (either as Applicant or Partner), you are eligible to submit a Proposal.
- If you are *not* named in an LOI, you may still participate in a Proposal as a Partner.

# What happens after I submit an LOI?

The HPC will publish on its website the LOI fields indicated, approximately one week after the LOI submission deadline.

e > Budget, Taxes & Procurement > Oversight Agencies > Health Policy Commission > Innovation Investments > Round 1

## Health Care Innovation Investments - Round 1 Letter of Intent

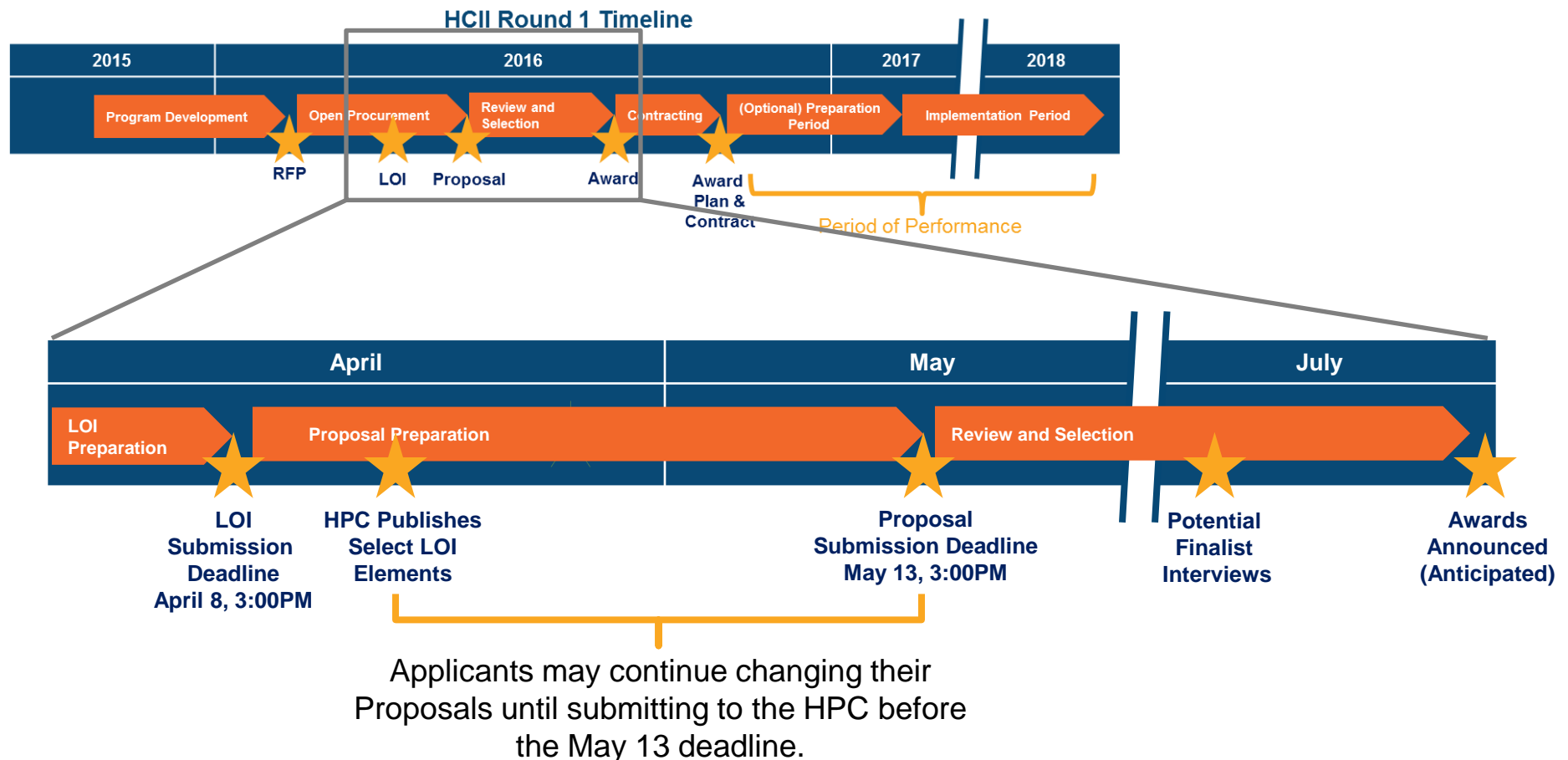
Thank you for your interest in the HPC's HCII Program. The LOI submission portal is no longer open for submissions.

LOIs submitted before the April 8 deadline are posted as-submitted to the HPC, below. If you were not named in an LOI submitted to the HPC, you may still participate in a Proposal as a Partner.

HCII Pages	Applicant	Partner(s)	Challenge	Seeking Additional Partners	Partnership inquiries may be sent to:
	Acme Health Plan, LLC	<ul style="list-style-type: none"><li>United Oncology Providers, Inc.</li><li>University Research Group</li></ul>	VIC-Providers	N/A	N/A
	Downtown Community Health Center	<ul style="list-style-type: none"><li>Uptown Community Health Center</li><li>Downtown YMCA</li><li>Uptown Jewish Community Center</li><li>Nutritional Delivery Service, LLC</li></ul>	Social Determinants of Health	<ul style="list-style-type: none"><li>Carrier</li><li>Primary Care</li><li>Other: "Schools in the Uptown and Downtown areas"</li></ul>	Jane Smith, Project Manager Downtown Community Health Center <a href="mailto:JSmith@DCHC.org">JSmith@DCHC.org</a>
Request for Proposals					

## What happens after I submit an LOI?

Note: The HPC will not be reviewing submissions to determine whether the Applicant listed on the LOI is an Eligible Entity (Provider, Provider Organization, or Carrier)



# HCII RFP Summary



## Goal

- Carrier, Provider or Provider Organization
- Applicants must propose partnership with eligible or non-eligible entities



## Award

- \$750k award cap for up to 6 months of Preparation, and 18 months of Implementation
- \$5 million total opportunity



## Eligible Applicants

- Reduce health care cost growth within the Commonwealth while maintaining or improving quality, access, and provider experience.



## Selection Criteria

- Impact
- Operational Approach
- Partnership and Collaboration
- Leadership and Organizational Capacity
- Budget and Financial Considerations
- Sustainability and Scalability



## Investment Focus

- Social Determinants of Health (SDH)
- Behavioral Health Integration (BHI)
- Value-Informed Choices – Purchasers (VIC-Purchasers)
- Value-Informed Choices - Providers (VIC-Providers)
- Provider Practice Variation (PV)
- Post-Acute Care (PAC)
- Serious Advancing Illness and Care at the End-Of-Life (SAI & EOL)
- Site & Scope Of Care (SOC)



## Contact Information

HPC-Innovation@state.ma.us



# Frequently Asked Questions about the LOI

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## Prior to LOI submission:

**Q: Does the eligible entity have to have all partners on board by LOI?**

**A:** No. As stated in Section V.B of the HCII Program Round 1 RFP, in a Proposal, an Applicant may alter Partners from those listed in the LOI. Specifically, Applicants may add new Partners in the Proposal that were not listed in the LOI.

**Q: Can an Applicant submit an LOI for one Challenge and participate on additional Proposals targeting other Challenges, either as an Applicant or as a Partner?**

**A:** Yes. There are no restrictions on the number or type of Applications in which entities may participate, either as an Applicant or a Partner.

**Q: Is it acceptable for an Applicant to list Partners by organizational category in the LOI, rather than by name?**

**A:** As specified in the RFP, an Applicant must include the names of the contemplated participating Partner(s) in the “Partner Organization Name(s)” field of the LOI web form. If an Applicant does not have a Partner it can name at the time of LOI submission, the Applicant may leave that field blank, and specify what type of Partners it seeks for the Initiative. Entities not named in an LOI may participate in Proposals as a Partner, but may not submit a Proposal as an Applicant.

**Q: How long should the LOI be, and how much detail are you expecting?**

**A:** The Letter of Intent (LOI) is intended to be a brief summary of the Initiative. The web form includes word limits on individual questions, which will serve as a guide for the amount of detail we are seeking.

**Q: Is there more to the LOI requirement than to submit the form found on the HPC’s website? Do I also need to submit a detailed letter with more information?**

**A:** No. The LOI requirement is complete with the Applicant’s submission of the LOI web form, found on the HCII web page, [here](#). There is no requirement or recommendation to submit an additional letter to the HPC, and any additional materials sent to the HPC will be disregarded.

# Frequently Asked Questions about the LOI

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## Following submission of an LOI:

### **Q: What information on the LOI will be published?**

**A:** To assist Applicants in developing partnerships, the HPC will publish the following fields for LOIs submitted on the HCII webpage (located under “Innovation Investments” on [mass.gov/hpc](http://mass.gov/hpc)) approximately one week after the LOI submission deadline: the Applicant’s name, Partner organization name(s), the Challenge specified by the Applicant, and whether the Applicant has indicated an interest in additional Partners. Should the Applicant indicate interest in additional Partners, the HPC will publish the contact information submitted on the LOI. Please note that any Eligible Entity that is a Partner named in an LOI may submit a Proposal as an Applicant.

### **Q: Will the HPC respond to LOIs providing feedback to the applicant organization?**

**A:** No. The HPC does not intend to respond to LOI respondents with feedback or with further questions. The HPC may, at its discretion, issue guidance based on observations from LOI submissions. Applicants submitting LOIs are responsible for ensuring their LOIs and subsequent Proposals adhere to the requirements described in the HCII Investment Program RFP.

### **Q: Will applicants be notified that their LOI has been approved?**

**A:** The HPC does not intend to respond to LOI respondents. The HPC may, at its discretion, issue guidance based on observations from LOI submissions. Applicants submitting LOIs are responsible for ensuring their LOIs and subsequent Proposals adhere to the requirements described in the HCII Investment Program RFP.

### **Q: Are Proposals rejected at the LOI stage? If yes, what percentage do you expect will be rejected?**

**A:** No. Applicants submitting LOIs are responsible for ensuring their LOIs and subsequent Proposals adhere to the requirements described in the HCII Investment Program RFP.

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**The webinar is still in progress.  
Thanks for your patience as we prepare  
responses to your questions.**

For more information about the Health Policy Commission

Visit us: <http://www.mass.gov/hpc>

Follow us: [@Mass\\_HPC](#)

E-mail us: [HPC-Innovation@state.ma.us](mailto:HPC-Innovation@state.ma.us)

Round 1 LOI web form:

[www.mass.gov/hpc](http://www.mass.gov/hpc) > Innovation Investments > Health Care Innovation Investment Program > Round 1 LOI